Peter E. Schmidt
Region Sales Manager
700 Bursca Dr., Ste. 705
Bridgeville, PA 15017

November 14, 1997

TO: Dave Wilmesher

RE: Presentation on Legislated NSS Pack/Carton

Dear Dave:

Enclosed is a presentation the Pittsburgh Region put together as a selling tool for the Sales Rep regarding solutions to Legislated Non-Self Service. An additional section will be added to the book titled *Questions and Answers*. We feel this will benefit the selling arm regarding possible questions retailers may have along with RJR's position.

Our thought process on this presentation would be to utilize just like the PM Rebuttle and present to all Partner accounts.

Next steps for the Region will be having a focused meeting on this extremely important topic with all Sales Reps in the Region.

If you have any questions or additional comments to the presentation, please call.

Sincerely,

Peter

P. E. Schmidt, RSM

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Enclosure

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Source: https://www.industrydocuments.ucsf.edu/docs/ntbn0000